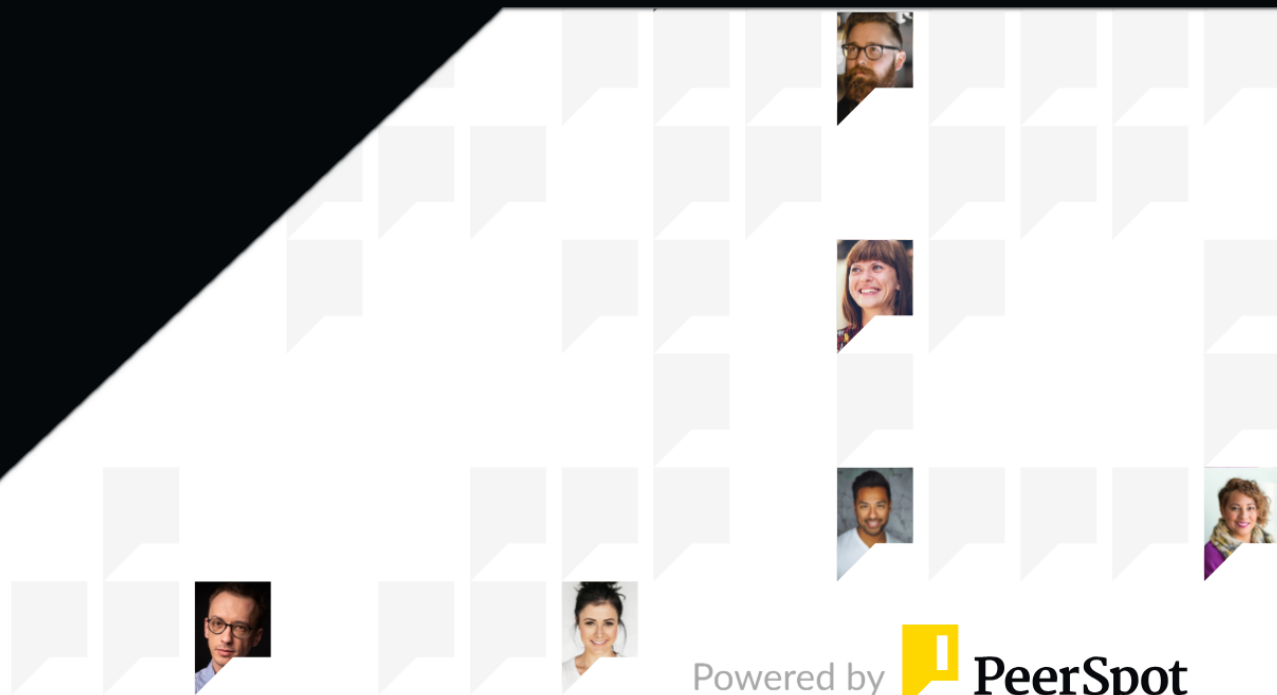


aws marketplace

Armis

Reviews, tips, and advice from real users



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Product Recap

 Armis

Armīs Recap

Armīs is a comprehensive cybersecurity solution used for continuous monitoring and threat detection across IT and IoT devices. It excels in spotting vulnerabilities, managing device compliance, and tracking assets to enhance security protocols and network management. Key features include real-time threat detection, comprehensive visibility, and granular risk assessments. Armīs boosts organizational productivity by streamlining workflows and enhancing operational accuracy.

Valuable Features

Excerpts from real customer reviews on PeerSpot:

- ✓ “Armis transforms cybersecurity from a cost center into a business performance driver, delivering quantifiable ROI through reduced risk, operational efficiency, and compliance readiness for board-level discussions.”



Akhilesh Mishra

Technical Lead Pre-Sales at M.TECH Solutions India Pvt. Ltd.

- ✓ “Armis has a positive impact by improving enterprise-wide asset visibility, strengthening risk awareness, and helping the security operations team reduce blind spots.”



SangramGupta

Security Consultant at Deloitte

- ✓ “Armis has positively impacted my organization and my client's organization by ensuring that on day one, new users had all the access they needed to work for the applications that were integrated.”



GustavoAbaurre

IDM Consultant at GCA Consultoria de Informática Ltda

- ✓ “I find the most valuable features of Armīs to be its focus on IT, OT security, and medical device security.”



LivinSunil

Technical Manager at Truvisor

- ✓ “Real-time asset monitoring in Armīs helps with network operations, especially in comparison to Nozomi.”



Apurva Nigam

Senior Team Member In Engineering And Cybersecurity at Mindsprint

- ✓ “Armīs has positively impacted my organization by helping me identify vulnerabilities more effectively, especially on assets that I did not know existed on the network.”



Verified user

Owner with 201-500 employees

- ✓ “Armīs has reduced the cost of employment because before, I had to take all the logs, and the logs required so many more employees, but currently, one employee is handling everything, saving the cost of four employees.”



Verified user

SR system engineer at a retailer with 11-50 employees

What users had to say about valuable features:

“Real-time asset monitoring in Armīs helps with network operations, especially in comparison to Nozomi. Contextual awareness in Armīs helps me prioritize remediation efforts. I have been using metrics to evaluate asset behavior insights that Armīs provides, and I can discuss how I evaluate its behavior..”

Apurva Nigam

Senior Team Member In Engineering And Cybersecurity at Mindsprint

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“The best features Armīs offers are asset identification and providing context on the assets to help identify which risks are more important than others.

The context that Armīs provides that is especially helpful includes asset value to the organization, whether the asset is public facing, and those types of details.

Armīs has positively impacted my organization by helping me identify vulnerabilities more effectively, especially on assets that I did not know existed on the network. In one case, I found approximately 10% of a pool of assets that I thought were retired but somehow wound up back on the network..”

Verified user

Owner with 201-500 employees

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“The best features Armīs offers include the interaction with my manager in Brazil, whose first name is Rui, and who provided a lot of experience, especially Horácio, who used to work for Microsoft. Horácio helped with issues related to Active Directory and provided ideas on how to best integrate the solutions.

The aspect of Armīs solution that stood out to me was its flexibility to integrate different applications. The collaboration of the team is really important and key for the project to go well and bring the results the customer is looking for.

The solution has the necessary resources and connectors that have built many of the rules needed for integration, regardless of whether the application is an Active Directory, an LDAP directory, a database, or even a specific solution such as SAP. It is also flexible enough to build the business rules that apply specifically to that customer.

Armīs has positively impacted my organization and my client's organization by ensuring that on day one, new users had all the access they needed to work for the applications that were integrated. Additionally, if a user was dismissed from the company, they would lose all access to the integrated applications because Active Directory, which was key for user authentication, would disable their account.

I do not recall any specific statistics regarding measurable results, but there was positive feedback from managers concerning the process during the time I was there..”

GustavoAbaurre

IDM Consultant at GCA Consultoria de Informática Ltda

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“The best features Armīs offers include vulnerability management for OT and IoT devices, providing risk prioritization, and offering protection across all connected assets. Armīs cyber exposure management is very good as it provides continuous visibility, risk prioritization, and protection across all connected assets.

“Armīs has positively impacted my organization by providing asset discovery for both OT and IoT, as well as threat visibility for OT and IoT devices along with vulnerability information, including the CVE number so that I can fix the threat on OT and IoT devices. Most of the time, focus is on IT devices and attention is not paid to OT and IoT. Armīs facilitates focus on OT and IoT as well, closing the gap that often exists. Armīs makes life easier for customers by providing visibility of OT and IoT, as well as threat visibility.

“Armīs has a user-friendly interface, is very useful for customers, provides quality support, and has a global presence allowing easy access for both customers and Armīs representatives.

“The console is user-friendly.

“Armīs handles compliance requirements in my industry very well and is useful..”

Akhilesh Mishra

Technical Lead Pre-Sales at M.TECH Solutions India Pvt. Ltd.

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“Instead of all the tools showing all the alerts, Armis will identify, with its AI feature, the main features that are risky and will only show those. That feature is very good for that purpose.

While other tools will provide all the alerts, such as one hundred or two hundred alerts, Armis will provide only one or two important alerts. That is the very best feature of Armis.

Another valuable feature is the auto-discovery feature. I do not have to install the agent in all systems. Armis will auto-discover on the network, connect to them, and start collecting logs. That is the best feature of Armis.

Armis has reduced the cost of employment because before, I had to take all the logs, and the logs required so many more employees. Now, I only have to take the risky ones that will be handled by one or two employees. That is very useful for us.

Previously in my company, I had to have five employees for that work, but currently, one employee is handling everything. That saves the cost of four employees.

Because it is very helpful for us to identify the main dangerous logs, instead of checking all the logs, the AI feature will give me only the important logs I have to see. That AI feature is very great in Armis.

It saves money and time also, both..”

Verified user

SR system engineer at a retailer with 11-50 employees

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“Some of the best features I find valuable in Armīs include Agentless Asset Discovery, which is a very strong capability that does not require any agent but can discover all assets that are part of our systems or the CMDB. Real-time asset visibility allows us to perform asset monitoring and provides complete visibility of IT, OT, IoT, and cloud-connected assets. Behavioral monitoring and threat detection is very useful for monitoring device behavior and communication patterns, helping the SOC team with threat hunting activities.

“Additionally, vulnerability prioritization focuses not only on CVSS scores but also on exploitability, which is very impactful during vulnerability management. Armīs performs very well in deep-diving into OT and IoT environments, providing detailed visibility into industrial and connected devices that are usually difficult to monitor with standard endpoint tools. The product can also be integrated with any security monitoring tools such as SIEM, SOAR, NAC, firewalls, and CMDB integrating platforms, which is helpful.

“Armīs has a positive impact by improving enterprise-wide asset visibility, strengthening risk awareness, and helping the security operations team reduce blind spots. Key features include improved asset inventory accuracy, better risk prioritization which is very impactful during security operations and vulnerability management, enhanced security monitoring providing continuous improved visibility into suspicious and unusual device activity, and stronger IoT and OT visibility ensuring proper visibility between IoT and SC devices. Faster incident investigation is facilitated by providing all risk metrics and exploitability information, which makes it easier for the incident management team to prioritize threats and work on them accordingly.

“In the incident response scenario, the incident response time has been reduced significantly because we have incident response plans available, but identifying which issue should be prioritized first takes considerable time. Armīs helps to prioritize incidents and threats, allowing us to provide P1 priority incidents to the incident response team, which is very impactful. Detection takes substantial time, but with Armīs helping detection through proper classification, it reduces time considerably, so we now focus solely on incident response to mitigate threats as soon as possible, which is very impactful..”

Other Solutions Considered

“Previously, there were no existing products in the market when I visited customer places for OT and IoT security. There was no existing solution available for them. Armīs is the new product that I pitch to customers..”

Akhilesh Mishra

Technical Lead Pre-Sales at M.TECH Solutions India Pvt. Ltd.

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“Armīs is more suited for small and medium customers, while Nozomi and Claroty are targeted at different types. This assessment is connected with AI and threat intelligence when comparing Armīs, Nozomi, and Claroty..”

Apurva Nigam

Senior Team Member In Engineering And Cybersecurity at Mindsprint

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“I did not previously use a different solution before Armis; however, I am currently studying different solutions.

Before choosing Armis, I did not evaluate other options, as at that time, I had a solid working knowledge of the system because I worked for Novell, the producer of the solution..”

GustavoAbaurre

IDM Consultant at GCA Consultoria de Informática Ltda

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ROI

Real user quotes about their ROI:

“I did not see any report on return on investment during the time I worked there, but generally, it has given a good impression because new users can begin working right away on their first day without needing to request access to applications..”

GustavoAbaurre

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IDM Consultant at GCA Consultoria de Informática Ltda

“I have seen a return on investment with Armis. I would like to mention a few points about the ROI: the first ROI is threat reduction, the second is operational efficiency providing a 90% faster mean time to resolution (MTTR). It provides asset visibility and saves costs associated with asset visibility. There is a 98% reduction in vulnerability workloads, enabling focus only on high-risk issues. Additionally, there are so many alerts, and Armis offers threat prioritization and vulnerability prioritization so that I can focus on high-risk issues, along with ten to fifteen percent annual savings on software licensing by reclaiming unused capacity and 99% of automated actions completed in a second. Summarizing the ROI as a table, it shows ROI areas for threat blocking, operational efficiency with a 90% reduction in MTTR providing around 60% improvement, and for threat blocking, 99% of attacks are prevented, while also providing asset discovery and vulnerability workload management..”

Akhilesh Mishra

[Read full review](#) 

Technical Lead Pre-Sales at M.TECH Solutions India Pvt. Ltd.

Use Case

“My main use case is to identify all the devices in my network, connect to them, and identify the exposure alerts for those devices. I only have to discover all the devices, connect to them, and identify the alerts, the exposure alerts..”

Verified user

SR system engineer at a retailer with 11-50 employees

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“I confirm my experience with Armis, and as a cybersecurity specialist, I have several years of experience in this sphere. In terms of AI-driven risk assessments in Armis, I have insights to share based on my experience..”

Apurva Nigam

Senior Team Member In Engineering And Cybersecurity at Mindsprint

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“My main use case for Armis is identifying assets in corporate environments and performing remediation for vulnerabilities and risk assessments.

Armis is effective at discovering assets that were not previously known, and from there, I set up those assets in the platform to assess risk and perform vulnerability remediation..”

Verified user

Owner with 201-500 employees

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“My main use case for Armis in that project at Embraer was as a consultant, where I worked on maintaining and developing the solution to integrate some applications, including Active Directory. This integration managed the user lifecycle inside Embraer, the client.

A specific example of how I used Armis to manage or integrate applications is that we built what I called drivers in the solution, which are connectors that synchronize information between the OpenText solution and the applications we were integrating, such as Active Directory, and vice versa.

I was maintaining the solution that was provided by Novell at that time, which was the producer of the solution before it was sold to OpenText..”

GustavoAbaurre

IDM Consultant at GCA Consultoria de Informática Ltda

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“I use Armis for asset discovery, OT and IoT security, and Armis provides vulnerability management for OT and IoT devices.

“The main use case of Armis is asset visibility; apart from asset visibility, Armis can also provide threat visibility.

“Based on my field experience, I found Armis very useful for health and medical devices, as well as for critical infrastructure and manufacturing. It is beneficial for the government too. When visiting government sites as a customer, they often lack visibility about OT and IoT devices, and Armis can provide very good visibility. Along with visibility, Armis offers real-time continuous monitoring, threat visibility, and vulnerability management across those devices..”

Akhilesh Mishra

Technical Lead Pre-Sales at M.TECH Solutions India Pvt. Ltd.

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“In my day-to-day work, I use Armīs for cybersecurity operations and an asset visibility project focused on enterprise IT, and we perform device monitoring using the tool.

“During an enterprise asset visibility and vulnerability management initiative in a hybrid environment that includes corporate IT systems, unmanaged endpoints, and network-connected devices, we integrated Armīs with our existing security monitoring workflows to identify unmanaged and unknown assets communicating across the network during one billing cycle. Armīs detected several devices that were not properly registered in the CMDB or covered by traditional endpoint security tooling, including network-connected printers, legacy systems, and unmanaged IoT-type devices communicating internally.

“Armīs has proven helpful for automatically classifying devices based on behavior and network traffic patterns, identifying outdated systems with potential security exposure, prioritizing risky assets for further vulnerability assessments, and improving asset inventory accuracy for the security and operations teams. These capabilities provide significant benefits with the tool..”

SangramGupta

Security Consultant at Deloitte

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Setup

The setup process involves configuring and preparing the product or service for use, which may include tasks such as installation, account creation, initial configuration, and troubleshooting any issues that may arise. Below you can find real user quotes about the setup process.

“The initial setup and deployment were simple. It was already configured for me, and when I was introduced to it and shown how to manage it, I found it very easy to use..”

Seda YazganHadzibulic

Cyber Security Analyst at National Cyber Group

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“The initial setup involves installing appliances in the IT environment to capture data from on-prem applications. The SaaS model simplifies analytics by forwarding network data to the cloud..”

Arjit-Yadav

Sr. Engineer at Zensar Technologies

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“Our network engineer completed the deployment quickly. It's doable for anyone. The process involves mirroring traffic to the automation server, which simplifies connections. It will be even easier if you have prior experience with switch configurations. Deployment for the whole infrastructure takes five months. .”

Manojkumar R

Senior Analyst at HCL Technologies

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“When implementing Armīs, there are not many challenges since it is a cloud-based solution and I just have to buy the license and have an appliance to onboard.

You do not spend much time on all of these configuration setup processes, and it may take around a day. Fixing that appliance takes about a day, and then I have to do some configuration. Configuration takes the most time.

For overall time, it may take around two to three days because the appliance has to collect all the device data to be in production..”

LivinSunil

Technical Manager at Truvisor

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Customer Service and Support

“Until now, I have not faced challenges with Armis support, as pre-sales engineers have been helpful. I would rate support an eight because their pre-sales team is very responsive and helpful..”

LivinSunil

Technical Manager at Truvisor

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“The solution's technical support team responds spontaneously because it's already been integrated into the client location. After raising a ticket, the technical support team provides support to the end user within one and a half hours as per their SLA..”

Dinesh Bawaskar

IT Analyst L3 at Stefanini Group

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Other Advice

“I advise that if you want cybersecurity, then you can mostly explore this tool. Armis is very useful. Instead of other tools, it will be very helpful and the AI feature is very great. .”

Verified user

SR system engineer at a retailer with 11-50 employees

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“I am still dealing with Armis to some extent, as I have not stopped working with it for more than a year. I can confirm that I am also working with other vendors such as Fortinet and various vulnerability management solutions today. I would rate Armis around a specific number based on my experience on a scale from zero to 10 points..”

Apurva Nigam

Senior Team Member In Engineering And Cybersecurity at Mindsprint

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“Armis is a very flexible solution for integrating various applications, making it easier to find ways to integrate even old systems. However, it lacks a SaaS solution as it is not available on the cloud, which is a significant drawback today for OpenText. I would rate this solution 9 out of 10..”

GustavoAbaurre

IDM Consultant at GCA Consultoria de Informática Ltda

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“My advice for others looking into using Armis is to implement the features that you want to use intentionally, so you should understand and do your planning and due diligence before you start deploying the product so that you can avoid misconfigurations and get the most out of it from the start..”

Verified user

Owner with 201-500 employees

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“As I am working in a vulnerability management project, the vulnerability prioritization feature is very helpful for me because Armis focuses on CVSS and considers the exploit. If there is any critical vulnerability, it can be detected, and if any exploitability is available, it can easily prioritize that, allowing us to prioritize the vulnerability and provide remediation as soon as possible, which increases the security metrics in our environment and reduces risks using this feature.

“I would advise that if you are working in vulnerability management, risk management, or [SIEM](#) SOX solutions, you can use Armis as it can help save time and improve overall risk scoring and asset prioritization, which will be very beneficial. I rate this product an overall eight out of ten..”

SangramGupta

Security Consultant at Deloitte

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“I have served many customers with Armis, and they express satisfaction, stating that it is very useful and has helped clean up their attack surface area.

“Integration is available for Armis with various tools. Armis is getting acquired by [ServiceNow](#), and integration is very much available with [ServiceNow](#). Additionally, Armis can be integrated with Okta, CyberArk, identity and access management solutions, and security and intelligence tools such as CrowdStrike, Cybereason, and McAfee EDR solutions. Integration is also available with Rapid7, Qualys, Check Point, Palo Alto, and perimeter firewalls such as FortiNet. These integrations and threat intelligence are key points.

“The performance of Armis in terms of detection speed and accuracy is very good. Both detection and speed are impressive.

“Armis is user-friendly and easy to maintain for customers on a day-to-day basis.

“I would advise others looking into using Armis to go with this product to easily fulfill their gap for OT and IoT, as that is a significant attack surface area that

remains open without this type of product. I suggest not to leave the attack surface area unsecured. Armis is also very beneficial for asset discovery, real-time continuous threat monitoring, and threat hunting.

“Armis transforms cybersecurity from a cost center into a business performance driver, delivering quantifiable ROI through reduced risk, operational efficiency, and compliance readiness for board-level discussions.

“I rate Armis ten out of ten because it serves customer needs for OT and IoT visibility. Apart from visibility, it also provides threat visibility, vulnerability prioritization, and detailed vulnerability information. In that area, if you go back five to ten years, the attack surface area was fully open. Armis is the solution that fills that gap, and while there are competitors, I believe Armis has been doing a great job from the start..”

Akhilesh Mishra

Technical Lead Pre-Sales at M.TECH Solutions India Pvt. Ltd.

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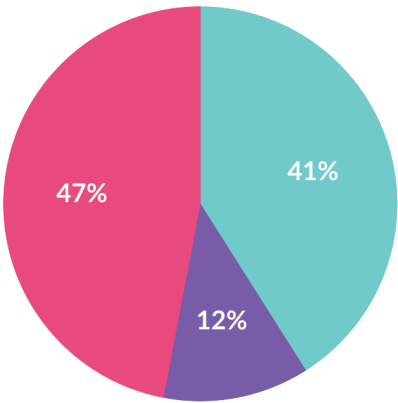
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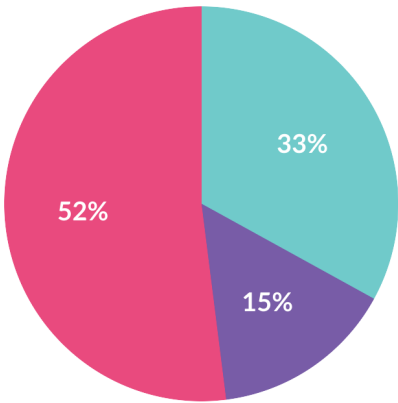


Company Size

by reviewers



by visitors reading reviews



 Large Enterprise  Midsize Enterprise  Small Business

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